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HomeNews

November—December
2006

Dear Friends,

We haven't sent our newsletter for a while so, in case you have missed it, it wasn't that we forgot to send you one. We have been so very busy that the time has passed by as it were only a moment.

As this year draws to a close, many of us are picking up the pace to meet the final year end deadlines...as if the pace of life isn't fast enough already. Time passes by so quickly. From time to time, remember to take a moment to reflect and count your blessings and share them with someone before the new year.

- Read our feature story, A Shay Day on page 2.
- We have some humorous items on page 3 to brighten your mood.
- Read our featured story on Prices and where they might go next on page 5.

As always, we look forward to your calls and appreciate hearing from you. Please think of us and recommend us to your friends or neighbours who are looking for a better way to buy a home or investment property or call us if you just want to say hello.

We wish you the very best for this holiday season and that you enjoy a very happy and prosperous New Year.

Yours truly,



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A Shay Day

BY: amberco@swbell.net

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What would you do?...you make the choice. Don't look for a punch line, there isn't one. Read it anyway. My question is: Would you have made the same choice?

At a fundraising dinner for a school that serves learning-disabled children, the father of one of the students delivered a speech that would never be forgotten by all who attended. After extolling the school and its dedicated staff, he offered a question: "When not interfered with by outside influences, everything nature does is done with perfection. Yet my son, Shay, cannot learn things as other children do. He cannot understand things as other children do. Where is the natural order of things in my son?"

The audience was stilled by the query.

The father continued. "I believe that when a child like Shay, physically and mentally handicapped comes into the world, an opportunity to realize true human nature presents itself, and it comes in the way other people treat that child."

Then he told the following story:

Shay and his father had walked past a park where some boys Shay knew were playing baseball. Shay asked, "Do you think they'll let me play?" Shay's father knew that most of the boys would not want someone like Shay on their team, but the father also understood that if his son were allowed to play, it would give him a much-needed sense of belonging and some confidence to be accepted by others in spite of his handicaps

Shay's father approached one of the boys on the field and asked (not expecting much) if Shay could play. The boy looked around for guidance and said, "We're losing by six runs and the game is in the eighth inning. I guess he can be on our team and we'll try to put him in to bat in the ninth inning."

Shay struggled over to the team's bench and, with a

broad smile, put on a team shirt. His Father watched with a small tear in his eye and warmth in his heart. The boys saw the father's joy at his son being accepted. In the bottom of the eighth inning, Shay's team scored a few runs but was still behind by three. In the top of the ninth inning, Shay put on a glove and played in the right field. Even though no hits came his way, he was obviously ecstatic just to be in the game and on the field, grinning from ear to ear as his father waved to him from the stands. In the bottom of the ninth inning, Shay's team scored again. Now, with two outs and the bases loaded, the potential winning run was on base and Shay was scheduled to be next at bat.

At this juncture, do they let Shay bat and give away their chance to win the game? Surprisingly, Shay was given the bat. Everyone knew that a hit was all but impossible because Shay didn't even know how to hold the bat properly, much less connect with the ball.

However, as Shay stepped up to the plate, the pitcher, recognizing that the other team was putting winning aside for this moment in Shay's life, moved in a few steps to lob the ball in softly so Shay could at least make contact. The first pitch came and Shay swung clumsily and missed. The pitcher again took a few steps forward to toss the ball softly towards Shay. As the pitch came in, Shay swung at the ball and hit a slow ground ball right back to the pitcher.

The game would now be over. The pitcher picked up the soft grounder and could have easily thrown the ball to the first baseman. Shay would have been out and that would have been the end of the game.

Instead, the pitcher threw the ball right over the first baseman's head, out of reach of all team mates. Everyone from the stands and both teams started yelling, "Shay, run to first! Run to first!" Never in his life had Shay ever run that far, but he made it to first base. He scampered down the baseline, wide-eyed and startled.

Everyone yelled, "Run to second, run to second!" Catching his breath, Shay awkwardly ran towards second, gleaming and struggling to make it to the base. By the time Shay rounded towards second base,

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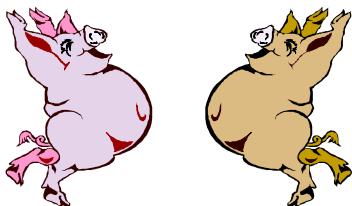
Some Humour from the Internet.....thanks to E. Hollister

A Brief New Flash!!!

NEW YORK, September 23, 2006 -- A public school teacher was arrested today at F. Kennedy International Airport as he attempted to board a flight while in possession of a ruler, a protractor, a set square, a slide rule, and a calculator.

At a morning press conference, Attorney General Alberto Gonzales said he believes the man is a member of the notorious Al-gebra movement. He did not identify the man, who has been charged by the FBI with carrying weapons of math instruction. "Al-gebra is a problem for us," Gonzales said. "They desire solutions by means and extremes, and sometimes go off on tangents in search of absolute values. They use secret code names like 'x' and 'y' and refer to themselves as 'unknowns', but we have determined they belong to a common denominator of the axis of medieval with coordinates in every country. As the Greek philanderer, Isosceles, used to say, 'There are 3 sides to every triangle'."

When asked to comment on the arrest, President Bush said, "If God had wanted us to have better weapons of math instruction, He would have given us more fingers and toes". White House aides told reporters they could not recall a more intelligent or profound statement by the president.



More humour thanks to S. Cayer

SOMEBODY'S RAISING HIS CHILD RIGHT!

One day, little Johnny was sitting in a classroom. The teacher was explaining ..."evolution" to the children. The teacher asks a little girl :

TEACHER: Samantha, do you see the tree out-

side?

SAMANTHA: Yes

TEACHER: Judy, do you see the grass outside?

JUDY: Yes

TEACHER: Go outside and look up and see if you can see the sky.

JUDY: Okay. (She returned a few minutes later)
Yes, I saw the sky.

TEACHER: Did you see God?

JUDY: No.

TEACHER: That's my point. We can't see God because He isn't there. He just doesn't exist.

So then little Johnny spoke up wanting to ask the other children some questions. Finally, knowing that Johnny was a "difficult" child ...the teacher finally, reluctantly agrees.

So.....JOHNNY says.... Do you see the tree outside?

THE CHILDREN ans: Yes

JOHNNY: Do you see the grass outside?

THE CHILDREN ans: Yessssss!

JOHNNY: Did you see the sky?

THE CHILDREN ans: Yessssss!

JOHNNY: Now....do you see the Teacher ?

THE CHILDREN ans: Yes

JOHNNY: Do you see her brain?

THE CHILDREN ans: Noooo.

JOHNNY: Then according to what we were taught to day, she doesn't have one.



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the right fielder had the ball ... the smallest guy on their team who now had his first chance to be the hero for his team. He could have thrown the ball to the second-baseman for the tag, but he understood the pitcher's intentions so he, too, intentionally threw the ball high and far over the third-baseman's head. Shay ran toward third base deliriously as the runners ahead of him circled the bases toward home.

All were screaming, "Shay, Shay, Shay, all the Way Shay"

Shay reached third base because the opposing short-stop ran to help him by turning him in the direction of third base, and shouted, "Run to third! Shay, run to third!"

As Shay rounded third, the boys from both teams, and the spectators, were on their feet screaming, "Shay, run home! Run home!" Shay ran to home, stepped on the plate, and was cheered as the hero who hit the grand slam and won the game for his team.

"That day", said the father softly with tears now rolling down his face, "the boys from both teams helped bring a piece of true love and humanity into this world".

Shay didn't make it to another summer. He died that winter, having never forgotten being the hero and making his father so happy, and coming home and seeing his Mother tearfully embrace her little hero of the day!

AND NOW A LITTLE FOOTNOTE TO THIS STORY: We all send thousands of jokes through the e-mail without a second thought, but when it comes to sending messages about life choices, people hesitate. The crude, vulgar, and often obscene pass freely through cyberspace, but public discussion about decency is too often suppressed in our schools and workplaces.

If you're thinking about forwarding this message, chances are that you're probably sorting out the people in your address book who aren't the "appropriate" ones to receive this type of message. Well, the person who sent you this believes that we all can make

a difference. We all have thousands of opportunities every single day to help realize the "natural order of things." So many seemingly trivial interactions between two people present us with a choice: Do we pass along a little spark of love and humanity or do we pass up those opportunities and leave the world a little bit colder in the process?

A wise man once said every society is judged by how it treats it's least fortunate amongst them.



Thanks for your Referral

We want to thank those of you who have participated in the Client Referral program! Marketing for new clients costs us tons of time, money and energy. Like any company, we need new clients to stay in business. Over the years, we have found that looking for new clients takes away from the time we would rather be spending working for you and other clients!

If we helped you in the sale or purchase of real estate, you know how well we serve our clients. If you refer your friends and relatives to us, everybody benefits. We can serve you better. We assure you that we'll take the very best care of any friends or family that you refer our way.

For more information about our Client Referral Program just give us a call at 944-8917.

It's a great program where, as our way of saying "thanks," we send you a token of our appreciation for recommending our services.

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Real Estate Board of Greater Vancouver Average Price Graph
January 1977 to September 2006



NOTE: From 1977 - 1984 condominium averages were not separated into attached & apartment.

Where are Real Estate Prices Going?

The Average Price graph of the Real Estate Board of Greater Vancouver spans about 26 years of price history. This long term view provides us with wonderful price perspective of real estate values in Greater Vancouver. Trending data arranged in this way not only shows us where the values have been, but more importantly, by virtue of its trending nature, it can help us read the future by indicating where values are going. Whether one is buying or selling real estate, this information can be a very useful tool for determining market timing.

To illustrate the timing aspect, I've drawn some horizontal lines on the graph to direct your attention to a few market cycles over the years. Each cycle begins with a peak in average prices followed by a drop and eventual recovery in price to the previous high at the beginning of the cycle. Beginning in 1981, prices didn't rise to the previous highs until some 7 years later in 1988. Beginning 1990, prices took about 2.5

years to rise again to those levels. Approximately 8 years was the span of the 1994—2003 cycle. The point to all this is that all market cycles are similar in that prices peak, fall back and eventually begin rising again. When Vancouver Lower Mainland prices cross over the previous high, they are likely to continue on upwards. (Barring major disasters, I think rising prices will be the trend over the longer term. The Lower Mainland is a beautiful place to be.)

Also, certain trend formations can show you special opportunities. During the last quarter of 2000 and throughout 2001, the market was channelling, i.e. trading within a very narrow range. This usually indicates a balance (more like a tug-of-war) between buyers a sellers with an eventual overriding strength on one side or the other. To anyone in the field actively working with many buyers and sellers, the outcome of this 2000-2001 tug-of-war was obvious.

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Buyers were numerous and very determined to own their first home, or buy up. It seemed clear to me at the time that a very strong market was likely just around the corner. The previous market highs of 1994 were eventually crossed about mid 2003 and the market has been flying ever higher since. With any market that advances so quickly, there must be a retrenchment someday and it may be a strong one at that.

We are hearing of interest rate hikes south of the border and many home owners are using the equity in their homes to pay their credit card bills. Things like this will have an effect on our economy at some point, with an accompanying softening in the market.

Our caution to our buyer clients is this: be prepared to hold on through the next market cycle, which could stretch out another eight years. For our sellers, you might consider taking profits on some properties, but always keep the roof over your head.

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